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# NPI ANNUAL CONFERENCE



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T U C S O N , A R I Z O N A

## 38th Annual National Conference & Products Exposition and the 11th Annual Achievement of Excellence in Procurement

August 29 – September 1, 2006  
JW Marriott Starr Pass Resort – Tucson, Arizona

For more information, please call 800-246-7143  
or visit [www.nationalpurchasinginstitute.org](http://www.nationalpurchasinginstitute.org)



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Tucson, Arizona is proud to host the National Purchasing Institute's 38th Annual National Conference & Products Exposition and the 11th Annual Presentation of the Achievement of Excellence in Procurement Awards. NPI will hold the conference at the brand new JW Marriott Starr Pass Resort August 29th through September 1st, 2006. Come join the purchasing community for the annual series of workshops, seminars, and products exposition. Don't miss out on a great networking opportunity and a chance to discover scenic Tucson, Arizona.

This marks the first return of NPI to Tucson since its annual conference in 1984.

The conference is an excellent chance to make professional education not only productive, but also fun and exciting for delegates and suppliers alike.

NPI has also negotiated exclusive extended conference rates, valid for Sunday night, August 27th, all the way through to the following Sunday night, September 3rd. With Labor Day falling on Monday, September 4th, the conference represents an opportunity to arrive early and leave late!

## AGENDA AT A GLANCE

### Sunday, August 27

\$89 Room Rate Begins! Arrive early and check out the Old Pueblo!

### Tuesday, August 29

Conference Registration  
Golf Tournament, Starr Pass  
Welcome Reception and  
Mexican Fiesta  
*Join us for an exciting evening of  
Sonoran Cuisine and live  
entertainment, including a Mariachi  
band and Folklorico dancers!*

### Wednesday, August 30

Conference Registration  
Opening Ceremony and Breakfast  
Welcome to Tucson,  
Hon. Mayor Robert E Walkup,  
City of Tucson  
Keynote Speaker, Ron Canham  
Presentation of AEP and  
Carlton N. Parker Awards  
Lunch – (On Your Own)  
General Sessions  
Special Evening Event –  
A Night Out at Old Tucson Studios  
*Don't miss this opportunity for a  
dinner and show at an award  
winning movie location!*

### Thursday, August 31

General and Concurrent Sessions  
Products Exposition and Buffet Lunch  
Wine and Cheese Reception

### Friday, September 1

Full Day of General and  
Concurrent Sessions  
NPI Business Meeting and  
Installation of Officers

### Saturday, September 2 Sunday, September 3

\$89 Room Rate Continues!  
*Stay a while and have fun!*



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## NATIONAL PURCHASING INSTITUTE, INC. APPLICATION AND AGREEMENT FOR SPONSORSHIP AND/OR EXHIBIT SPACE 38th Annual Conference and Product Exposition • Tucson, Arizona • August 29 - September 1, 2006

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Company website URL: \_\_\_\_\_

Product/service provided: \_\_\_\_\_

Contact name & e-mail: \_\_\_\_\_

### SPONSORSHIP APPLICATION

☐ Yes! I will sponsor! Please select the level of Sponsorship commitment:

- ☐ Platinum Level Sponsorship \$5,000 contribution or greater
- ☐ Gold Level Sponsorship \$3,000 contribution
- ☐ Silver Level Sponsorship \$2,500 contribution
- ☐ Bronze Level Sponsorship \$1,500 contribution
- ☐ Other Sponsorship \$\_\_\_\_\_ contribution

### EXHIBITOR APPLICATION

☐ Yes! I will exhibit!

- ☐ Exhibit Fee: \$750 per booth space (on or before June 30, 2006) \$850 per booth space (after June 30, 2006)
- ☐ "Get Your Kicks" Package for \$1,000 (on or before June 30, 2006) and \$1,100 (after June 30, 2006)

### OTHER NETWORKING OPPORTUNITIES

#### GOLF TOURNAMENT

- ☐ Shootout Golf Tournament - August 29th \$85/person Qty. \_\_\_\_\_ Subtotal \$ \_\_\_\_\_

#### MEALS

- ☐ Welcome Reception and Mexican Fiesta – August 29th \$42/person Qty. \_\_\_\_\_ Subtotal \$ \_\_\_\_\_
- ☐ Opening Ceremony and Breakfast – August 30th \$34/person Qty. \_\_\_\_\_ Subtotal \$ \_\_\_\_\_
- ☐ A Night at Old Tucson Studios – August 30th \$50/person Qty. \_\_\_\_\_ Subtotal \$ \_\_\_\_\_
- ☐ Products Exposition Lunch – August 31st \$35/person Qty. \_\_\_\_\_ Subtotal \$ \_\_\_\_\_
- ☐ Wine & Cheese Reception – August 31st \$20/person Qty. \_\_\_\_\_ Subtotal \$ \_\_\_\_\_
- ☐ Networking Lunch – September 1st \$44.50/person Qty. \_\_\_\_\_ Subtotal \$ \_\_\_\_\_
- ☐ Full Meal Package \$200/person Qty. \_\_\_\_\_ Subtotal \$ \_\_\_\_\_

### EDUCATIONAL OPPORTUNITIES - includes meals for the selected day(s)

Check Conference Day(s): ☐ Wednesday ☐ Thursday ☐ Friday, \$150/Day.....Subtotal \$ \_\_\_\_\_

### PAYMENT METHOD:

Enclosed is my check or money order, payable to N.P.I. in the amount of.....\$ \_\_\_\_\_

Charge my ☐ Visa ☐ Mastercard ☐ American Express ..... for the amount of \$ \_\_\_\_\_

Credit card # \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Name as it appears on card \_\_\_\_\_

Authorized signature: \_\_\_\_\_

### PLEASE FORWARD APPLICATION AND PAYMENT TO:

National Purchasing Institute • Conference Exhibit/Sponsorship • 65 Enterprise • Aliso Viejo, CA 92656  
800-246-7143 FAX 949-715-6931



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## APPLICATION AND CONTRACT TO EXHIBIT

### EXHIBIT SPACE

Each full-size booth will measure ten feet deep and ten feet wide (10'x10'), and will be equipped with an eight foot (8') high draped back wall and three-foot (3') draped side walls. Each booth will include a one-line sign identifying the exhibitor, a six-foot (6') draped table and two chairs.

### JW MARRIOTT STARR PASS

All exhibitors will comply with all applicable JW Marriott Starr Pass rules, regulations, terms, and conditions

### ASSIGNMENT OF EXHIBIT SPACE

The National Purchasing Institute will make booth assignments based on a first paid, first choice availability basis. Booth numbers will be provided to exhibitors in advance of the Products Exposition for purposes of public relations and equipment delivery. Tentative floor plans may be made available in advance of the Products Exposition.

### OFFICIAL CONTRACTOR

The decorator will be available to provide furnishing, delivery, set-up, dismantling, and other services to exhibitors at the exhibitor's expense. The decorator will contact each exhibitor directly. Higher rates may be charged for services requested on the day of the exposition. An exhibitor kit will be forwarded to you after the receipt of your exhibit space application with payment, but no sooner than sixty (60) days prior to show dates.

### EXHIBIT SET UP AND TEAR DOWN

Exhibitors may set up between 2:00 p.m. and 10:00 p.m. on Wednesday, August 30, 2006. Special arrangements should be coordinated through the decorator. All booths must be set up and show ready by 1:00 p.m., Thursday, August 31, 2006. The Products Exposition will start at 1:30 p.m. Exhibitors may begin dismantling at 4:00 p.m. and must be complete no later than 10:00 p.m. on Thursday, August 31, 2006.

### EXHIBITION HOURS

The Products Exposition will be open from 1:30 to 4:00 p.m., Thursday, August 31, 2006.

### COST & PAYMENT

The cost of each full-size booth, which includes up to four (4) representatives are \$750 for those contracts received with full payment on or before June 30, 2006. After that date the booth rate shall increase to \$850. All contracts must be received with full payment no later than August 18, 2006. Contracts received without full payment will not be accepted.

### LARGE EQUIPMENT/ADDITIONAL SPACE

Placement of large equipment in the exhibit hall is subject to approval and advance arrangement by the hotel and local fire department. Please call the exhibit sales contact for pricing and availability.

### VENDOR REPRESENTATIVE(S)

There will be a maximum of four (4) exhibitor representatives allowed to enter the exhibit hall per full-size booth contracted. Representatives may attend conference events as specified according to their exhibit level or by purchasing event tickets.

### SUPPLIER LABELS

Mailing labels to members of the National Purchasing Institute may be purchased by calling 949-715-7857. The fee for labels is \$75.00. Send a check payable to National Purchasing Institute. Please allow one week for receipt and processing.

### LIABILITY

The National Purchasing Institute, Inc. will not be responsible for damages from fire, theft, injury, or any other loss.

### CANCELLATION

Notice of cancellation must be submitted in writing. Cancellations received after July 30, 2006, obligates the exhibitor to full payment of the rental. No refunds will be made after that. Cancellations in writing prior to July 30, 2006, will be subject to an administrative fee of \$200. If booth space is not occupied two (2) hours prior to the exhibitor opening, management shall have the right to arrange such space as necessary for uniformity of booths in the exhibit hall.

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## EXHIBITOR / SPONSOR



Dear Prospective Exhibitor / Sponsor:

Please consider this my personal invitation for your company to capitalize on the opportunity to be an exhibitor at the National Purchasing Institute's 38th Annual Conference and Product Exposition or partner with NPI as a Conference Sponsor. The conference this year is at the JW Marriott Star Pass Resort, located in Tucson, Arizona.

The attractions of the Resort and Tucson area are sure to appeal to our members and their colleagues, so you can count on the benefit of meeting with representatives of many of the country's largest purchasing entities.

Take advantage of the opportunity to visit one-on-one with governmental purchasing professionals from all over the United States. Suppliers are an integral part of the NPI conference, and are welcome at many of the various functions; they may attend the workshops and other activities of the conference.

Our Conference Program this year is an excellent chance to make professional education interesting and fun for both our delegates and vendor partners alike. We have designed the Conference Program to facilitate vendor networking opportunities with NPI's membership throughout the entire week, starting with the golf tournament, the Mexican Fiesta Welcome, the Opening Ceremony and Breakfast, the Night Out at Old Tucson Studios, the Product Expo and Wine and Cheese Reception and, of course, all of the great educational prospects throughout the week. You won't want to miss this special occasion as either an Exhibitor or Sponsor. I look forward to seeing you in Tucson!

Diane C. Palmer, CPPB  
NPI President

## ABOUT NPI

Founded in 1968, the National Purchasing Institute is designed to establish cooperative relationships among its members and to develop efficient purchasing methods and practices in the areas of governmental, educational, and institutional procurement.

NPI is recognized as the public sector affiliate of ISM. Our members are individuals directly engaged in purchasing for federal, state, county, and municipal government entities, public school systems, universities, and other public and nonprofit institutions in the United States.

For more information about NPI, please visit [www.nationalpurchasinginstitute.org](http://www.nationalpurchasinginstitute.org)





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## ACCOMMODATIONS

### JW Marriott Starr Pass Resort



Already world famous as a spa destination, Tucson raises the bar with the addition of the brand new JW Marriott Starr Pass Resort. Relaxed. Luxurious. Natural. Drawing on the beauty of its location in Tucson Mountain Park, the resort features elements of the lush desert and far-reaching landscape throughout its design. Nature-inspired touches found in the warm Southwestern interiors including ceilings crafted from Saguaro-cactus spines, floors and walls hewn from stone, and subtle landscaping designed to preserve the environment combine to complement the beauty of the surroundings.

#### RESERVATIONS

Reservations can be made now online at [www.starrpassmarriott.com](http://www.starrpassmarriott.com) for \$89 per night through August 8, 2006 or until sold out. Reservations made after August 8th, or after sold out, are subject to rate changes and availability. The exclusive rate of \$89 is available beginning Sunday, August 27th, and extends all the way through September 3rd – this gives all conference attendees ample opportunity to extend their stay here in Tucson and enjoy all that gorgeous Southern Arizona has to offer!

#### TRANSPORTATION & DIRECTIONS

The resort is located approximately 13 miles from Tucson International Airport. If driving from the airport, head north on Tucson Blvd. for about 3 miles, which turns into Benson Hwy. for 2 miles. Take I-10 W for 2 miles, exit west on 22nd Street, which turns into Starr Pass Road,

which ends at the resort. Taxi service is available at the airport for approximately \$30 each way. Shared-ride shuttle vans are available for \$25 each way per person from Arizona Stagecoach, [azstagecoach.com](http://azstagecoach.com), or 520-889-1000. Parking (valet only) is available at the resort for \$15 per night.



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## SPONSORSHIPS

BENEFIT	PLATINUM COST: \$5,000 VALUE: \$7,450	GOLD COST: \$3,000 VALUE: \$4,475	SILVER COST: \$2,500 VALUE: \$2,850	BRONZE COST: \$1,500 VALUE: \$1,875
1. Half-page ads in the Public Purchasing Review through August '06 *	\$750	\$500	\$250	\$250
2. Advertising opportunity via NPI website from September 2006 to date of NPI's '07 Conference*	\$1,500 (12 max. mos.)	\$1,000 (8 max. mos.)	\$500 (6 max. mos.)	\$250 (4 max. mos.)
3. Paid Conference registrations for NPI Annual Conference to be utilized by the sponsor (\$475 each)	\$950 (2) **	\$475 (1)**	\$475 (1)**	N/A
3.a Mexican Fiesta Welcome Event	\$100 (2)**	\$50 (1)**	\$50 (1)**	\$50 (1)**
3.b Old Tucson Event	\$100 (2)**	\$50 (1)**	\$50 (1)**	\$50 (1)**
3.c Products Exposition Lunch	\$70 (2)**	\$35 (1)**	\$35 (1)**	\$35 (1)**
4. Recognition on NPI web site, noting level of sponsorship	\$3,000 (12 max. mos.)	\$1,500 (8 max. mos.)	\$750 (6 max. mos.)	\$500 (4 max. mos.)
5. Access to NPI Membership	Entire NPI Membership List*** & prior year and current year Delegates.	Prior year and current year Delegates.	Current year Delegates.	Current year Delegates.
6. Advertisement in '06 Tucson Conference Program Guide	\$500 Full Page	\$250 Half- Page	\$125 Quarter- Page	\$125 Quarter- Page
7. Sponsorship Recognition (i.e. signage) at '06 Tucson Conference	\$500 Full Page	\$250 Half- Page	\$125 Quarter- Page	\$125 Quarter- Page
8. Opportunity through the '07 NPI Conference to participate, for a reduced fee, in any NPI professional development event, and/or the opportunity to submit content for consideration by NPI for an NPI-hosted webinar.	YES	YES	YES	YES
9. 10' X 10' Draped Booth at NPI '06 Tucson Conference	\$750	\$750	\$750	\$750
10. Sponsorship Recognition at a '06 Conference Event	YES	YES	YES	YES

*Sponsorships of \$500 to \$1500 will receive benefits described in 4 (recognition on NPI website for two months, noting level of sponsorship) and 6 (advertisement in 2006 Program Guide).*

## EXHIBITORS

BENEFIT	BASIC PACKAGE COST: \$750 before 6/30/06, \$850 thereafter	"GET YOUR KICKS" NETWORKING OPPORTUNITY PACKAGE COST: \$1,000 before 6/30/06, \$1,100 thereafter
	VALUE: \$910 - \$1,010	VALUE: \$1,360 - \$1,460
10' X 10' Draped Exhibit Space	\$750 or \$850	\$750 or \$850
Mexican Fiesta Welcome Event	N/A	\$100 (2)**
Old Tucson Event	N/A	\$100 (2)**
Buyer/Supplier Buffet Lunch	\$90 (2)**	\$90 (2)**
Products Exposition Lunch	\$70 (2)**	\$70 (2)*
2006 NPI Conference Delegate List Provided	YES	YES
Half-page advertisement in 2006 Conference Program Guide	N/A (But presence at Conference Noted in Guide)	\$250

\*1. From March 2006 to August 2006, there will be up to three (3) issues of the Public Purchasing Review and, depending on level of sponsorship and date of commitment, Platinum Sponsors will have the opportunity for an ad in all three issues, Gold Sponsors will have the opportunity for an ad in two issues, Silver and Bronze in one. After August 2006, it is NPI's intention to transition the Public Purchasing Review to a communication venue on NPI's website which, in addition to an advertising opportunity for sponsors, is anticipated to contain a marketplace page for vendors to publish articles on their industry.

\*\*2. Each additional person beyond this number will be charged the full registration or event fee, as appropriate.

\*\*\*3. The full NPI membership list will be provided by NPI's Executive Director to Platinum Sponsors upon written confirmation from these Sponsors that they shall not share, sell or otherwise make this list or any portion thereof available to any other party for any other purpose whatsoever without the prior written consent of NPI.



## STRATEGIC SOURCING – A FIT FOR LOCAL GOVERNMENTS?

D. Michael Clawson

*What is Strategic Sourcing and why should you care? The competitive business environment has shifted from a relatively stable to a dynamic and intensely competitive environment. Businesses are being forced to reduce costs, increase productivity, and find ways to better manage expenses. Strategic Sourcing is a process which evaluates current and potential sources of supply, assesses their value and relevance in meeting long-term goals and overall business and supply management objectives, and incorporates plans for critical commodities and supply networks. If your organization needs to become more efficient and effective in controlling expenses, while maintaining a continuity of supplies, then you will want to participate in the Strategic Sourcing session!*

D. Michael Clawson has been the Purchasing Manager for the City of Sierra Vista for the past 14 years. Prior to this, he was in private sector purchasing for 12 years, most recently as a buyer for Allied-Signal Aerospace in Phoenix, Arizona. Michael holds a bachelor's degree in Business Administration from Arizona State University and a master's degree from Arizona State University with an emphasis in Purchasing & Contracting. Michael is a Master Instructor for the National Institute of Governmental Purchasing, is a Certified Public Purchasing Official, is Area Chair for the Graduate and Undergraduate Colleges of Business and Management for the University of Phoenix and has been a Faculty Member for the University of Phoenix since 1996.

## ADMINISTRATIVE HEARINGS AND YOU

Harold Merkow

*As a public official, chances are very good in the course of our respective careers that we will find ourselves participating to some degree in an administrative hearing. Chances are that it will be related to a solicitation protest, but it could also be related to personnel matters or any number of other issues that you and your organization have to contend with. This session will include a mock hearing and will give participants the chance to become familiar with what some of us might dread and do almost anything to avoid, while perhaps not appreciating the very constructive opportunity this process provides for issue or problem resolution.*

Harold Merkow is a seasoned administrative hearing officer, having presided over 6,000 administrative hearings for a variety of governmental agencies and private clients in areas as diverse as solicitation protests, construction claims, public health and safety, natural and public resources, professional licensing, whistleblower complaints and the list goes on and on. Harold graduated from Wayne State University Law School in 1972, has been a member of the Arizona State Bar Association since 1972, U.S. District Court for the District of Arizona since 1972, U.S. Court of Appeals, 9th Circuit since 1974, U.S. Supreme Court since 1975. Since 1979 Harold has been a member of the American Arbitration Association National Panel of Arbitrators and American Arbitration Association National Panel of Construction Arbitrators.

## ADDITIONAL INFORMATION

In addition to these informative speakers and interesting topics there will also be sessions on the following:

- Procurement cards (pCards)
- Alternative project delivery methods for construction services (e.g. Design Build, Construction-Manager-at-Risk, and Job Order Contracting)
- Privatization of the Public Procurement Function, State of Alaska Case Study
- Fostering Effective Buyer/Supplier Relations
- Using the Web to Add Value to the Procurement Process
- "Case Studies from the Dark Side" and more!

## NETWORKING OPPORTUNITIES

### Shootout Golf Tournament



Experience some of the finest golf in southern Arizona. Golf tournament is for delegates, guests, and vendors.

Starr Pass Country Club & Spa features 27 holes of Arnold Palmer Signature Golf. What's best about the golf at Starr Pass is that it's a true Sonoran desert golf experience. The course winds its way through the mountains and arroyos with the opportunity to experience the best of golf and desert wildlife. Don't be surprised if you have to wait for a pack of coyotes to stop howling or a family of deer to cross the fairway.

**Tuesday, August 29, 2006 Starr Pass Country Club and Spa 8:00 am Shotgun Start**

**Format:** Four person scramble (*individuals will be assigned to teams*)

**Cost:** – \$85.00

**Includes:** Green fee, cart, practice balls, prizes and giveaways, and a deli buffet lunch (Taylor Made R5 rental clubs available at the golf course for \$50 +tax Call 800-670-0030 to reserve.)

NPI's Shootout at Starr Pass

Sponsored by **PacifiCare®**

### Old Tucson Studios

*Conference Special Event, August 30th.*

Experience the award-winning movie location that's been a Tucson favorite for decades! Old Tucson Studios is a working film studio whose credits include some of Hollywood's biggest Westerns. Old Tucson Studios is where the reel West meets the real West! From western movie heroes like John Wayne to current box-office stars such as Harrison Ford, many of Hollywood's legends have walked these rugged streets, the setting for hundreds of major motion pictures. You're invited to retrace the boot steps of your favorite stars and spend a day in the life of an 1880's Western town.

**A dinner and show is scheduled for Wednesday, August 30, 2006 at Old Tucson Studios. Save the date because this will be a truly unique experience!**



### Other Networking Opportunities

- Opening Ceremony & Breakfast
- Products Exposition Lunch
- Wine & Cheese Reception
- Networking Lunch
- Educational Sessions (single day registrations available)

### Mexican Fiesta



Following the Welcome Reception on Tuesday, August 29, the Conference kicks off with a Mexican Fiesta featuring Sonoran cuisine, Mariachis, and Folklorico dancers. The instruments that make up the Mariachi ensemble are the violin, trumpet, and guitar – the resulting sound is the heart and soul of Mexican culture. The Mariachi music – a music to be danced – will be complemented by Folklorico dancers who tell the stories of Mexican folklore through dance. Be sure to attend this entertaining event!



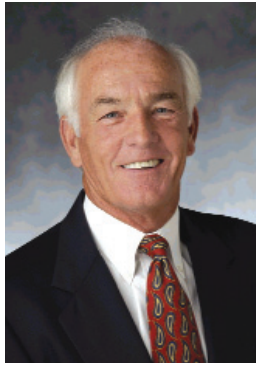
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## FEATURED PRESENTERS



### Wednesday, August 30 "EXCUSE ME, BUT YOUR ATTITUDE IS SHOWING"

Everyone has an attitude. The challenge in today's fast-paced, ever-changing business climate is to make sure your attitude is positive. Attitude impacts your level of satisfaction, commitment and enthusiasm for what you do at work and, ultimately, it is the principle determinant of your success in life. This presentation offers ideas and strategies for developing and maintaining a positive attitude as well as insights into "why" our attitudes are often not as good as we'd like them to be.

### "AN ATTITUDE OF SERVICE"

Providing good customer service is simple, isn't it? Just be friendly. Smile. Be courteous. But it must not be that easy because dissatisfaction with how we are treated is the number one reason for lost business as well as conflict with customers. This presentation will focus on the manager's role in establishing a "culture of service" within the workplace. Five key principles are presented that will help you provide better, more effective service to both internal and external customers. Specific focus will be on the unique issue of service in the public sector setting.

Ron Canham, our first keynote speaker, is President of Canham & Associates, a firm that has provided presentations and consulting services to managers and organizations throughout the United States since 1990. His enthusiastic yet practical approach focuses on topics such as attitude, change, ownership spirit and customer service. Ron brings over 20 years of experience in government, healthcare, higher education and electronics, and holds a bachelors degree from Ohio State University and a masters degree from the University of Arizona. His diverse client list includes Blockbuster Video, Make-A-Wish Foundation, The American Red Cross, Xerox Corporation, Nynex and Alphagraphics Printshops.

### Friday, September 1 "DEVELOPING SKILLS FOR MORE EFFECTIVE COMMUNICATION IN YOUR WORKPLACE"



"That's not what I meant!" How often do we hear that phrase in both our personal and professional lives? In the 21st Century, the challenge of communicating effectively has been intensified by an increase in distance communication, interacting with co-workers, employees and customers of differing backgrounds and experiences as well as the need to communicate complex ideas in a short period of time. These challenges to effective communication can be managed more successfully if each of us can develop an even broader range of communication skills with which to interact with others. Communication techniques will be presented and participants will be involved in activities designed to develop insights and communication skills for ensuring greater understanding and acceptance of ideas.

### "INFLUENCE: CREATING A PERSUASIVE IMPACT!"

Is there anything that I can say or do to cause you to change your mind? Each day millions of people ask this question but comparatively few have the answer. The purpose of this workshop is to provide the participants with those insights and skills that will give them greater strength in influencing the decision making of others. Whether the influence that is required is directed at changing someone's mind, modifying behavior or motivating the individual to do his/her best work, there are techniques that will enable us to make a positive difference in bringing about productive change within others.

Jim Mancuso, our second keynote speaker, has been a speaker, consultant and facilitator in human communication for over twenty-five years. He has developed and presented programs for such organizations as the National Technical Information Service (NTIS) in Washington D. C., General Dynamics, Decision Systems, Kitchell Construction Company, the Arizona Builders' Alliance, the Arizona Homebuilders' Association, Dietz Crane Homes, Honeywell (AlliedSignal), AT&T, Phoenix City Government, the State of Arizona Court System, the Make-A-Wish Foundation, Prudential Insurance, Motorola and the University of Illinois.

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## ORGANIZATIONAL POLITICS AND YOU

### Earl Hawkes

Politics are a part of every office, at every level and affect each and every one of us. Politics can be blatant or subtle. You have to understand the politics of your environment for you and your organization to succeed. This session will show you how to avoid being hurt by political situations, and how to still "do the right thing." First-hand "war stories" of successes, failures, and lessons learned will be shared with you. You'll see why politics may be involved in situations you never imagined, and learn to master the traps that politics will place in your way.

Earl Hawkes has held positions ranging from purchasing manager to chief executive. He has worked as a consultant in government and business, taught classes at the university level, authored many articles for professional journals, hosted a television show and contributed to purchasing textbooks. Earl currently instructs on topics ranging from advanced purchasing topics to customized presentations for government and business.

## SECRETS OF AMAZING ORGANIZATIONS

### Allison Vaillancourt, PH.D., SPHR,

Imagine an organization where the best people clamor to work. Imagine an organization known for its smart, savvy and committed employees. Imagine an organization where members engage in vigorous debate, propose innovation, ideas, and produce astounding results. From defining an organizational brand, to promoting honest feedback, to hiring based on critical competencies, this session will address the strategies required to acquire and engage the top-rate talent your organization needs to achieve its aspirations.

Allison Vaillancourt, PH.D., SPHR, is Associate Vice President for Human Resources at the University of Arizona. She holds leadership roles within the Society for Human Resource Management (SHRM) and College and University Professional Association for Human Resources (CUPA-HR) and consults and presents nationally on issues related to strategic planning, organizational culture and communication, leadership development, and human resources planning and service delivery.

## PROBLEM SOLVING TECHNIQUES YOUR MOM NEVER TOLD YOU ABOUT

### Michael J. Kolodisner, CPPO

As our world changes at an ever more rapid pace, the one skill that becomes increasingly important is problem solving. The degree to which we can rely on past answers is diminishing in

the face of new and different problems. This workshop will provide some proven techniques for effective problem solving. Whether you're a working professional, supervisor or manager, the tools and techniques provided will help you sharpen your problem solving skills and provide you with some new ways of thinking about this most vital aspect of human abilities.

Michael J. Kolodisner, CPPO, is currently Contracting Services Manager for the Metropolitan Water District of Southern California, the largest water agency in the United States. Prior to taking this position he was President of Pro-Train, and involved in training and consulting for both public agencies and private companies throughout the United States, Canada, Europe, Asia, and South America. Prior to starting his consulting business, Mike was Director of Administrative Services and Chief Procurement Officer for Orange County, California. He is a Certified Public Purchasing Officer, has a BA from the University of Maryland and has attended graduate school at George Washington University.

## "ACHIEVEMENT OF EXCELLENCE IN PROCUREMENT AWARD PROGRAM"

### Beth D. Fleming

The Achievement of Excellence in Procurement (AEP) Award is designed to recognize organizational excellence in public procurement. The annual award is earned by those organizations, public and non-profit, that demonstrate excellence by obtaining a high score based on standardized benchmark criteria designed to measure innovation, professional productivity, e-procurement, and leadership attributes of the procurement organization. This session will show you how to apply for the AEP Award and how to present the best possible application.

Beth D. Fleming has held the position of Director of Purchasing for Denton County since 1992 and has worked in public purchasing since 1986. Beth received her bachelor of Business Administration from Texas Woman's University and received her Certified Purchasing Manager from NAPM in 1992 and her Accredited Purchasing Practitioner in 1996. She has served on the Affiliate Support Council and Executive Committee for ISM and is the immediate Past President of the National Purchasing Institute (NPI). Under her leadership, the Denton County Purchasing Department is one of only six government entities in the United State to receive the Achievement of Excellence in Procurement award from the National Purchasing Institute for all ten years since Award inception.